

Wholesale Trade & Distribution > Non Durable Goods > Paper Products > Xerography Paper ~ 3010

Suppliers	Supplier-Independent SKU	Georgia-Pacific	Boise-Cascade	Weyerhaeuser	<none>
SKU	IND-Office-3456	Spectrum DP	Cascade X-9000	Husky DP	<none>
Sheets per Carton	5000	5000	5000	5000	
Basic Weight	20/50	20/50	20/50	20/50	
Caliper	4.3 +/- 1	4.2	4.3	4.4	
Smoothness	150 +/- 5	155	145	150	
Brightness	83 +/- 3	80 +/- 2	83 +/- 3	81 +/- 1	
Opacity	86 +/- 2	87 +/- 2	85 +/- 1	86 +/- 1	
Recovered Fiber	20%	20%	20%	20%	
Recycled Fiber	25% +/- 5	30%	20%	25%	

Buyers	Acceptable Aggregate Buyer Tolerances	Client A	Client B	Client C	Client D
Sheets per Carton	5000	5000	5000	5000	5000
Basic Weight	20/50	20/50	20/50	20/50	20/50
Caliper	4.3 +/- 1	4.2	4.3	4.4	4.4
Smoothness	150 +/- 6	156	145	150	150
Brightness	83 +/- 4	80 +/- 3	83 +/- 4	82 +/- 1	81 +/- 1
Opacity	86 +/- 2	87 +/- 2	85 +/- 1	85 +/- 1	86 +/- 1
Recovered Fiber	20%	20%	20%	20%	20%
Recycled Fiber	25% +/- 5	20%	30%	25%	20%
Desired Quantity	295,000	15,000	250,000	20,000	10,000
Desired Unit Price	\$19-\$30	\$25-\$30	\$19-\$22	\$19-\$23	\$19-\$25
Maximum Spend	\$8,850,000				

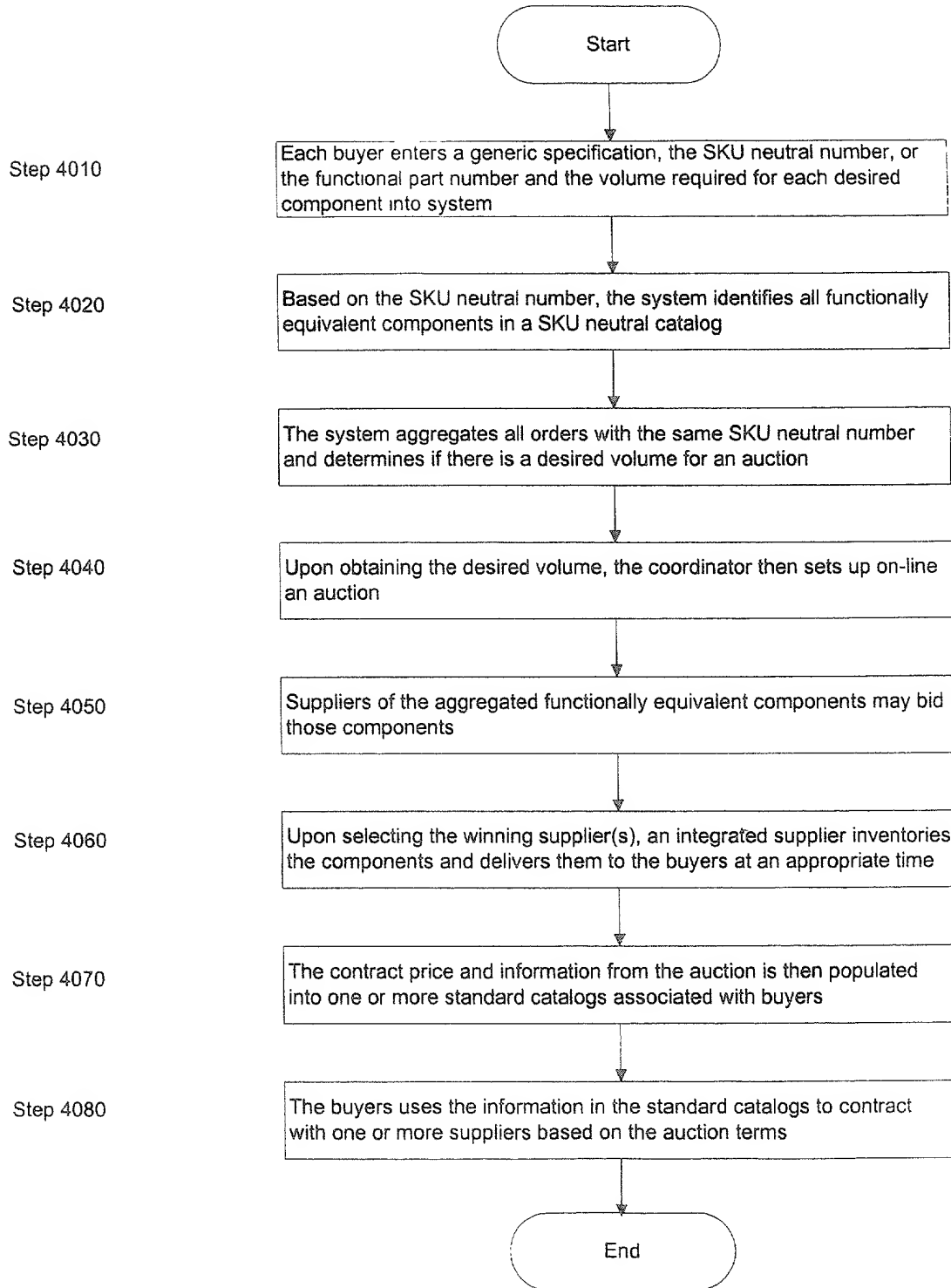


Fig 4